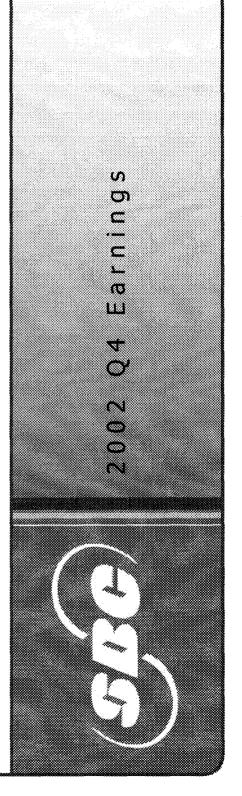


## Investor Update

January 28, 2003



### Agenda

4Q Overview

Ed Whitacre

4Q Results

2003 Outlook

Randall Stephenson

**Qs and As** 



2002 Q4 Earnings

### Cautionary Language Concerning Forward-Looking Statements

Information set forth in this presentation contains financial estimates and other forward-looking statements that are subject to risks and uncertainties. A discussion of factors that may affect future results is contained in SBC's filings with the Securities and Exchange Commission. SBC disclaims any obligation to update and revise statements contained in this presentation based on new information or otherwise.



# fourth-quarter OVETVIEW Ed Whitacre



Earnings 2002

### **Overview**

- 4Q Overview
- Long-term view
- Management approach to running the business in 2003



2002 Q4 Earnings

# fourth-quarter ItS FeSUItS Randall Stephenson

Earnings 4 2002

### **Reported Results**

(in millions except per-share amounts)

	4Q02	2002
Revenues	\$11,217	\$43,138
Cash Operating Expenses	\$6,831	\$25,937
Total Operating Expenses	\$8,969	\$34,515
Net Income*	<b>\$2,355</b>	\$7,473
Earnings Per Diluted Share	\$0.71	\$2.23

### Results include stock options expense of \$0.02 in Q4 and \$0.08 in 2002

\*Net Income shown before Extraordinary Item and Cumulative Effect of Accounting Change.



### **Normalizing Factors**

(in millions)

	4Q02	2002
Consolidation of Cingular	\$2,079	\$8,617
Force reductions and related expenses	\$276	\$541
International gains and charges	\$(425)	\$(687)
Sterling Commerce ownership restructuring	\$(280)	\$(280)
Cingular impairments, severance and restructuring	\$76	\$88
WCOM bankruptcy reserve	\$0	\$84
Total	\$(353)	\$(254)
EPS Impact	\$(0.11)	\$(0.07)
	Force reductions and related expenses International gains and charges Sterling Commerce ownership restructuring Cingular impairments, severance and restructuring WCOM bankruptcy reserve Total	Consolidation of Cingular \$2,079  Force reductions and related expenses \$276  International gains and charges \$(425)  Sterling Commerce ownership restructuring  Cingular impairments, severance and restructuring  WCOM bankruptcy reserve \$0  Total \$(353)



### **Normalized Results**

(in millions except per-share amounts)

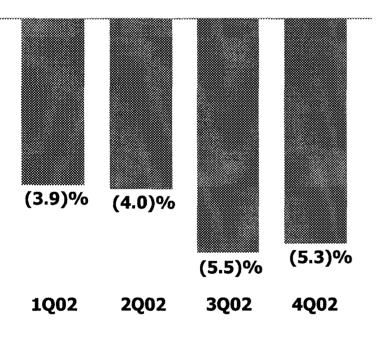
	4Q02	2002
Revenues YOY Change	\$13 <b>,29</b> 6 (5.3%)	\$51,755 (4.7%)
Cash Operating Expenses  YOY Change	\$7,738 (7.1)%	\$30,792 (4.9)%
Operating Margin  YOY Change	23.2% 20bp	<b>21.5%</b> (70)bp
Net Income*  YOY Change	\$2,002 (4.8)%	\$7 <b>,</b> 219 <i>(6.7)%</i>
Earnings Per Diluted Share YOY Change	\$0.60 (3.2)%	<b>\$2.16</b> (5.3)%
Earnings Per Diluted Share Before Options Expense	\$0.62	\$2.24

<sup>\*</sup>Net Income shown before Extraordinary Item and Cumulative Effect of Accounting Change.

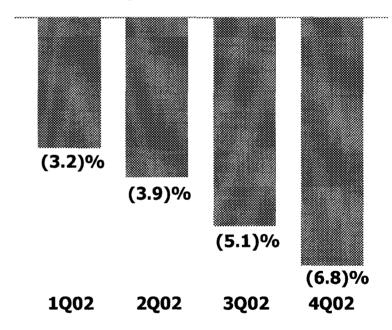


### **Revenue Trends**

### **Consolidated Revenues YOY Growth**



### **Consolidated Revenues YOY Growth Excluding Directory** \*



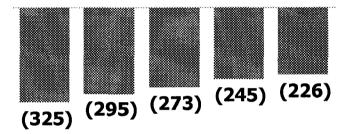
<sup>\* 2</sup>Q01 revenue adjusted for one-time adjustment of \$174M for IL competitive declaration



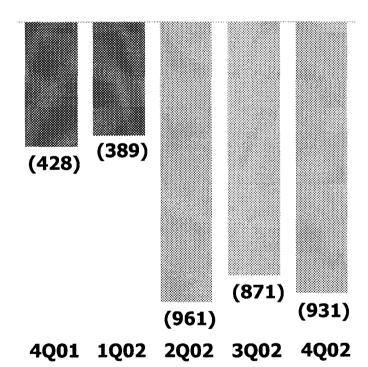
### **Retail Access Line Trends**

### **Business Non-ISDN Quarterly Change**

(in thousands)



Consumer **Quarterly Change** (in thousands)

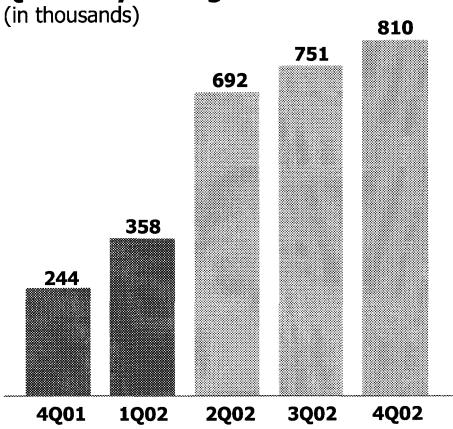


4Q01 1Q02 2Q02 3Q02 4Q02



### **UNE-P Trends**

### **Quarterly Change in UNE-P Lines**



- >90% of 4Q UNE-P change was consumer; 46% from California
- >75% of SBC's UNE-P lines added in 4Q were for the two largest IXCs
- Over the last 3 quarters, UNE-P lines added for AT&T and WorldCom/MCI tripled while UNE-Ps added by others actually declined



### **SBC Connections**

### **Total Connections Bundle**

### Cingular Wireless

- 300 Peak minutes
- 1,000 Nights and weekends

- \$29.95 for 12 months
- \$39.95 after 12 months

- 200 minute block of time
- \$0.08 per minute after allotment

### **Vertical Features**

- Caller ID
- Call Waiting, 3-Way Calling

### **Local Voice**

- Access line
- Unlimited local usage

### **Total Connections for \$87 in California**

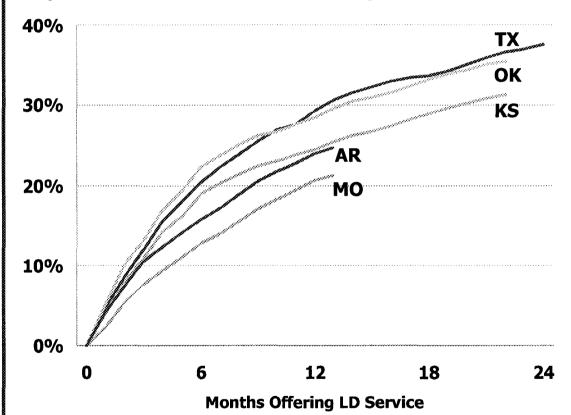
- Introduced a branded family of consumer service bundles - SBC Connections
- Launched first bundle -Total Connections
  - Targets top 30%
  - Complete bundle of voice and data, optional video
  - Choice, flexibility, value
- Future bundles include further integration of wireless and wireline



### **Long-Distance Growth**

### **InterLATA PIC Penetration**

(LD PICs / retail voice access lines)



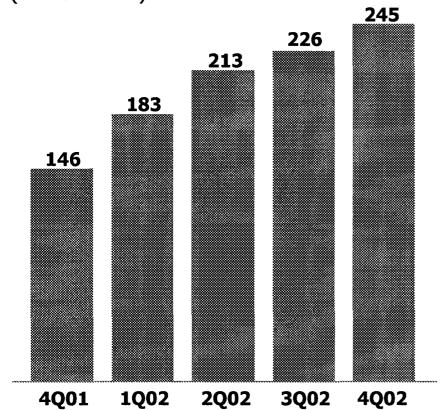
- 6.1 million LD PICs up 25% from 4Q01
- 2.5% consumer retail line penetration in CA after just 19 business days
- Retail voice line penetration of 35% in Southwestern states
- State approvals in MI and NV; approvals for remaining states this year



### Strong DSL Growth

### **DSL Net Adds**

(in thousands)



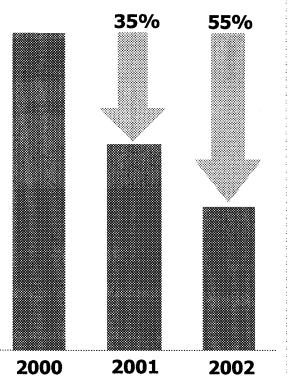
- 2.2 million subscribers, up
   65% over 4Q01 levels
- 4th consecutive quarter of accelerated net adds
- Addressable market now 66% of consumer and small business locations
- Forrester ranks SBC Yahoo! portal ahead of both AOL 8.0 and MSN 8.0
- Expanding distribution through Dell partnership



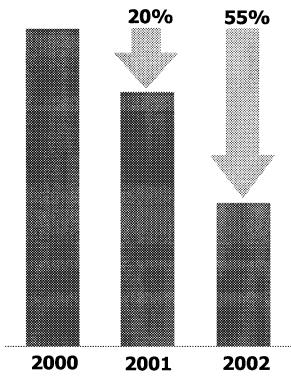
### **Improving DSL Economics**

**Cost per DSL Line** 





### **Recurring Costs**



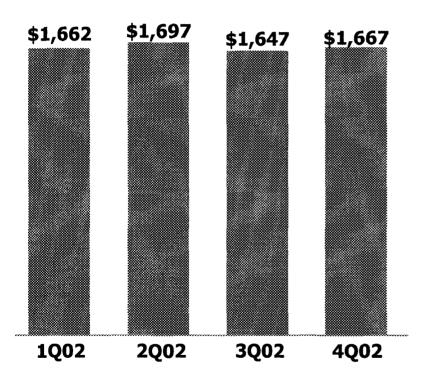
- Unit cost reductions ahead of expectations
  - Ongoing operational improvements
  - Penetration of 10% in California; other regions consistently scaling
  - Self-install rate >95%
  - Churn rate falling
- Expect DSL to be EBITDA positive early next year



### **Data Growth**

### **Data Transport Revenue Excluding DSL**

(\$ millions)

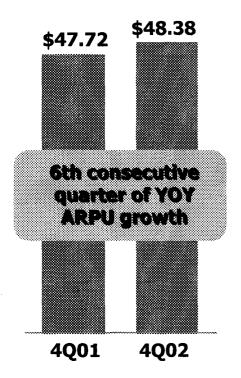


- Data transport grew 1.6% year over year, down from 3.3% in 3Q02
- Excluding DSL, data transport revenues stable during 2002
- Demand still weak due to network grooming, slowing wholesale growth, and ISP/CLEC customer groups

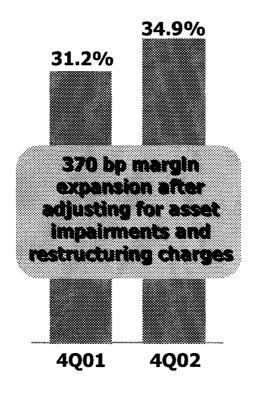


### **Cingular Growth**

Subscriber ARPU (monthly)



### **EBITDA Margins**



### Focus Areas for 2003:

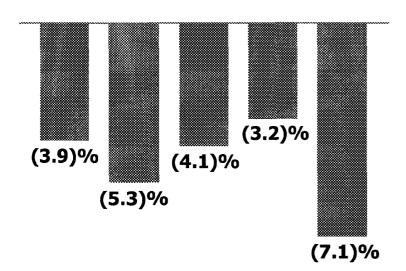
- Progress on GSM network upgrade
- Grow the business profitably
  - Continue to focus toward high quality, digital postpaid subscriber mix
  - Expand in other customer segments where profitable
  - Align expense performance with revenue growth
- Integration of wireless and wireline products



### **Operating Expenses**

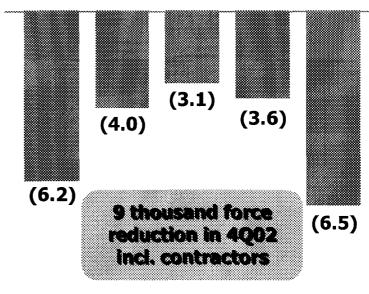
(normalized)

### YOY Cash Operating Expense Growth



4Q01 1Q02 2Q02 3Q02 4Q02

### Force Reductions (in thousands)



4Q01 1Q02 2Q02 3Q02 4Q02



### **Wireline Expenses**

**YOY Difference - 4Q02 versus 4Q01** 

**Wages and Salaries &** \$(278)M Force down 9.1% **Other Employee Related** (12.1)% \$(71)M **Eliminated contractors Contract Services** (17.0)% \$97M **Benefits** Pension and medical 24.2% **Traffic Compensation & Improving credit** \$(156)M **Uncollectibles** metrics, LD transport (27.1)% Management controls, **Materials, Supplies** \$(152)M & Other **Data CPE** (6.0)% \$(560)M **Total** (9.0)%

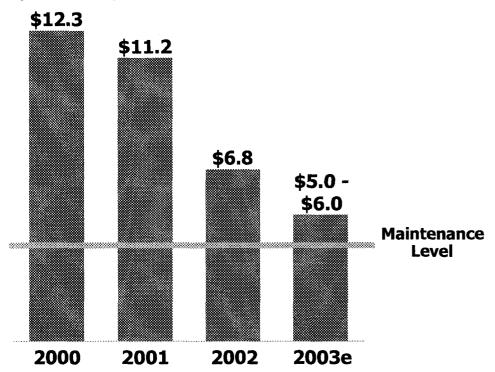


### **Disciplined Cap Ex**

(excludes wireless)

### **Annual Capital Spend**

(in billions)



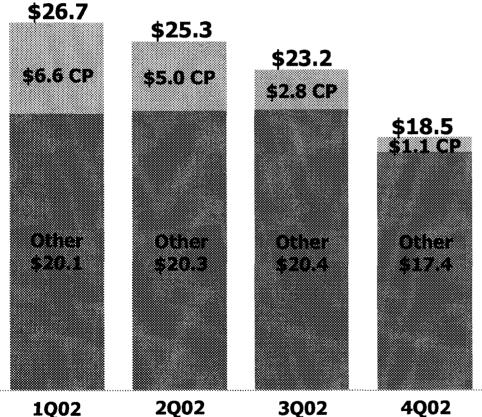
- Full year capex spend of \$6.8B, excluding wireless, is 39% lower than 2001
- Highlights for 2003:
  - Targeting \$5-6 billion
  - Sustainable in low growth environment
  - Increases if economy or regulatory conditions improve



### **Strong Balance Sheet**

**Debt Balances Net of Cash\*** 

(in billions)



- Over last nine months:
  - \$8.2B total debt reduction net of cash
  - + \$5.5B cut in commercial paper, with \$1.7B reduction in 4Q02
- Plan to retire \$2.3 billion of debt as it matures in 2003

\* Other debt shown net of cash



## Outlook Randall Stephenson



Earnings

9

2003

### 2003 Drivers

### Regulation

UNE-P/Triennial Review
Broadband parity
LD timing

### **Economy**

No recovery expected in 2003 Less year-over-year impact

### **Competition**

Access lines
Bundling with LD
Industry pricing
WCOM bankruptcy



### **Operating Metric Outlook**

### **Access Lines**

- Current trends continue into 2003
- Losses slow when long distance added to bundle

### **Long Distance**

- FCC approval in all states
- 20% new market penetration after 12 months

### **DSL Internet**

- Approximately 10% penetration of locations passed
- EBITDA positive early next year for total product

### **Data Transport**

- Economy remains weak
- Lags economic recovery by 6+ months
- Network grooming continues; WCOM risk

### **Wireless**

- Modest subscriber and revenue growth
- Stable ARPU and churn



### **Financial Outlook**

### Revenues

- Low single digit revenue decline
- Reflects continuation of current competitive trends

### Operating Expenses

- Increase significantly with pension and medical
- Invest in sales, advertising, and growth products
- Cost savings continue but slow to maintain service
- Force levels down slightly

### Cap Ex

- In \$5 billion \$6 billion range
- 12% 14% of expected revenues excluding wireless



### **Pension and Medical**

2003 EPS impact of \$(0.35) to \$(0.40) from:

	% of Total
Market performance	50%
Anticipated assumption changes	40%
Retiree medical costs	10%



### 2003 Issues

### **Reported EPS Impacts**

	2005 VS	. 2002
Special Items	***************************************	•••••••••••••••••••••••••••••••
Pension and Postretirement Benefits	\$(0.35) -	\$(0.40)
International/Asset Dispositions (includes Cegetel, Bell Canada, and smaller transactions)	\$(0.01) -	\$(0.03)
FAS 143 Accounting Change	\$0.04 -	\$0.06
Operating Issues		
Wireless Network Upgrade	\$(0.06) -	\$(0.07)
Sales Force and Advertising	\$(0.06) -	\$(0.07)
Medical Costs for Active Employees	\$(0.03) -	\$(0.05)



2003 vs 2002

### **2003 First Quarter Issues**

### **Reported EPS Impacts**

1Q03 vs. 1Q02

First-quarter Impacts from Full-Year Issues

International/Asset Sales

Directory

\$(0.12) - \$(0.14)

\$0.26 - \$0.28

\$(0.02) - \$(0.04)



### **Positive Long-Term Outlook**

### **Strengths**

- Scale
- Balance sheet
- High-potential markets
- Large wireline / wireless overlap

### **Opportunities**

- Regulatory clarity
- LD entry facilitating mass market bundling
- DSL expansion
- Wireline / wireless integration
- Expansion in data services for businesses



### Financial Summary (Normalized)

SBC Communications Inc.

Dollars in Millions Except Per Share Amounts	2001		2002	lt	ecial ems 2002	ngular olidation	Re	As eported 2002
Operating Revenues	\$ 54,301	\$	51,755	\$		\$ (8,617)	\$	43,138
Operating Expenses	\$ 42,248	\$	40,624	\$	1,139	\$ (7,248)	\$	34,515
Income Before Extraordinary Loss and Cumulative Effect of Accounting Change	\$ 7,738	\$	7,219	\$	254	\$ -	\$	7,473
Diluted Earnings Per Common Share	\$ 2.28	\$	2.16					
Wireline Operations	200	1	2002					
Operating Revenues	\$ 40,690	\$	38,392					
Operating Expenses	\$ 32,698	\$	31,450					
Segment Income	\$ 7,992	\$	6,942					
Wireless Operations	200	1	2002					
Operating Revenues	\$ 8,647	\$	8,836					
Operating Expenses	\$ 7,189	\$	7,333					
Segment Income	\$ 1,447	<b>\$</b>	1,499					
Directory	200	1	2002					
Operating Revenues	\$ 4,468	s	4,451					
Operating Expenses	\$ 1,943	\$	1,958					
Segment Income	\$ 2,525	\$	2,493					
International	200 <sup>-</sup>	1	2002					
Operating Revenues	\$ 185	\$	35					
Operating Expenses	\$ 243	\$	85					
Segment Income	\$ 742	\$	876					

### **Consolidated Statements of Segment Income**

SBC Communications Inc.

Dollars in Millions/Percent Change from Prior-Year Quarter	######################################	#######	######################################	Three M	onths Ending 3/31/2002	######################################	#######	########
Voice	\$ 6,674	\$ 6,788	\$ 6,658	\$ 6,502	\$ 6,334	\$ 6,270	\$ 6,150	\$ 5,853
Percent Change	Ψ 0,01 -	Ψ 0,700	Ψ υ,υυυ	Ψ 0,002	-5.1%	-7.6%		-10.0%
Long-Distance Voice	662	628	647	593	591	556	572	531
Percent Change	· · · · · · · · · · · · · · · · · · ·	<u> </u>	~	000	-10.7%	-11.5%	vene en	-10.5%
Data	2,349	2,420	2,395	2,467	2,391	2,425	2,441	2,382
Percent Change		All Complete			1.8%	0.2%		-3.4%
Wireless Subscriber	1,688	1,850	1,903	1,866	1,868	1,959	1,980	1,938
Percent Change		*			10.7%			3.9%
Directory Advertising	830	947	972	1,769	705	1,067	868	1,864
Percent Change			20		-15.1%	12.7%	-10.7%	5.4%
Other	941	953	949	850	739	773	770	728
Percent Change					-21.5%	<u>-</u> 18.9%	-18.9%	-14.4%
Total Operating Revenues	13,144	13,586	13,524	14,047	12,628	13,050	12,781	13,296
Percent Change					-3.9%	-3.9%	-5.5%	-5.3%
Operating Expenses								
Operations and Support	8,065	8,004	7,995	8,325	7,640	7,672	7,742	7,738
Percent Change		anna an			-5.3%	-4.1%	-3.2%	-7.1%
Depreciation and Amortization	2,408	2,459	2,498	2,494	2,428	2,465	2,470	2,469
Total Operating Expenses	10,473	10,463	10,493	10,819	10,068	10,137	10,212	10,207
Operating Income	2,671	3,123	3,031	3,228	2,560	2,913	2,569	3,089
Interest Expense	483	447	431	397	420	408	427	409
Equity in Net Income of Affiliates	188	227	188	200	203	309	222	203
Percent Change					8.0%	36.1%	18.1%	1.5%
Other Income (Expense) - Net	215	193	182	197	85	124	56	105
Income Before Income Taxes, Extraordinary Loss and Cumulative Effect of Accounting Change	2,591	3,096	2,970	3,228	2,428	2,938	2,420	2,988
Income Taxes	904	1,080	1,037	1,126	801	970	798	986
	301	1,000	,,001	1,120	001	910	199	
Cumulative Effect of Accounting Change	1,687	2.016	1,933	2,102	1,627	1,968	1,622	2,002
Percent Change	1,007	2,016	1,900	2,102	-3.6%	000000000000000000000	100000000000000000000000000000000000000	anne ar er ekkennen en en e
Extraordinary Loss, Net of Tax	(10)	(8)	_	_		2,476	- 10.170	- <del></del>
		(0)						
Cumulative Effect of Accounting Change, Net of Tax	<del>.</del>	<del>-</del>	-	-	(1,820)	-	-	
Net Income (Loss) Percent Change	\$ 1,677	\$ 2,008	\$ 1,933	\$ 2,102	\$ (193) -111.5%	\$ 1,968 -2.0%	\$ 1,622 -16.1%	\$ 2,002 -4.8%

### **Consolidated Statements of Income**

SBC Communications Inc.
-------------------------

Dollars in Millions/Percent Change from Prior-Year Quarter	######################################	######################################	######################################		nths Ending 3/31/2002	#######	#######	########
Voice	\$ 6,685	\$ 6,800	\$ 6,670	\$ 6,539	<b>\$</b> 6,353	\$ 6,282	\$ 6,169	\$ 5,948
Percent Change					-5.0%	-7.6%	-7.5%	-9.0%
Long-Distance Voice	662	628	647	593	591	588	594	551
Percent Change					-10.7%	-6.4%	-8.2%	-7.1%
Data	2,349	2,420	2,395	2,467	2,391	2,425	2,441	2,382
Percent Change					1.8%	0.2%	1.9%	-3.4%
Wireless Subscriber	54	62	38	1	-	-		
Percent Change					n/m	n/m	natarahan menerumpanan anemanya ana oran	n/m
Directory Advertising	830	947	972	1,769	705	1,067	868	1,864
Percent Change			ration and department of the state of		-15.1%	12.7%		5.4%
Other	610	620	616	534	482	481	484	472
Percent Change					-21.0%	-22.4%	-21.4%	-11.6%
Total Operating Revenues	11,190	11,477	11,338	11,903	10,522	10,843	10,556	11,217
Percent Change					-6.0%	-5.5%	-6.9%	-5.8%
Operating Expenses								
Operations and Support	6,168	6,319	6,422	7,414	6,204	6,523	6,379	6,831
Percent Change					0.6%	3.2%	-0.7%	-7.9%
Depreciation and Amortization	2,448	2,174	2,200	2,255	2,136	2,156	2,148	2,138
Total Operating Expenses	8,616	8,493	8,622	9,669	8,340	8,679	8,527	8,969
Operating Income	2,574	2,984	2,716	2,234	2,182	2,164	2,029	2,248
Interest Expense	459	425	377	338	350	340	356	336
Equity in Net Income of Affiliates	401	541	509	144	437	450	729	305
Percent Change					9.0%	-16.8%	43.2%	111.8%
Other Income (Expense) - Net	284	29	244	(83)	158	357	139	641
Income Before Income Taxes, Extraordinary Loss and Cumulative Effect of Accounting								
Change	2,800	3,129	3,092	1,957	2,427	2,631	2,541	2,858
Income Taxes	989	1,106	1,086	771	800	849	832	503
Income Before Extraordinary Loss and Cumulative Effect of Accounting Change Percent Change	1,811	2,023	2,006	1,186	1,627 -10.2%	1,782 -11.9%	1,709 -14.8%	2,355 98.6%
Extraordinary Loss, Net of Tax	(10)	(8)	-	_	-	-	_	-
Cumulative Effect of Accounting Change, Net of Tax	A	-	+	+	(1,820)	-	-	+
Net Income (Loss) Percent Change	\$ 1,801	\$ 2,015	\$ 2,006	\$ 1,186	\$ (193) -110.7%	\$ 1,782 -11.6%		\$ 2,355 98.6%

### Financial and Operating Statistics Summary (Normalized)

SBC Communications Inc.

				Three Moi	nths Ending		
Dollars in Millions, Except Per Share Amounts	3/31/2001	6/30/2001	9/30/2001	#########	3/31/2002	6/30/2002	9/30/2002
Capital Expenditures	\$ 2,807	\$ 2,937	\$ 2,352	\$ 3,093	\$ 1,765	\$ 1,731	\$ 1,502
Dividends Declared Per Share	\$ 0.26	\$ 0.26	\$ 0.26	\$ 0.26	\$ 0.27	\$ 0.27	\$ 0.27
Dividend Growth	1.0%	1.0%	1.0%	1.0%	5.4%	5.4%	5.4%
End of Period Common Shares							
Outstanding (000,000)	3,369	3,361	3,362	3,354	3,340	3,325	3,320
Pretax Interest Coverage 1	7.2	8.7	8.8	9.9	7.9	9.5	7.8
Net Cash Flow to Average Total Debt <sup>2</sup>	12.7%	13.2%	11.4%	17.5%	12.3%	12.0%	11.5%
Funds From Operations Interest Coverage <sup>3</sup>	11.3	12.0	11.2	15.5	13.0	12.6	11.7
Debt Ratio	46.6%	46.1%	43.5%	12.2.2.2.2.2.2.2.2.2.2.2.2.2.2.2.2.2.2.	46.8%	44.5%	42.3%
Debt to EBITDA Ratio 4	1.3	1.3	1,3	1.4	1.4	1,4	1.3
Free Cash Flow <sup>5</sup>	(857)	1,690	1,797	986	497	2,640	2,349
Dividends Paid	859	868	864	865	860	902	898
Total Assets	97,325	95,934	95,715	96,322	94,212	94,439	93,863
Short-Term Debt	10,643	8,021	7,318	9,033	8,489	6,992	5,134
Long-Term Debt	16,561	19,024	18,041	17,133	19,062	18,807	18,933
Total Employees	216,181	216,600	216,740	193,418	189,128	186,030	182,440
Cingular Wireless (Pro Forma) <sup>6</sup>							
Wireless Voice Customers (000)	20,535	21,218	21,279	21,596	21,830	22,183	22,076
Net Adds (000)	854	683	61	317	234	353	(107)
POPs (000,000)	192	192	211	219	219	219	219
SBC International <sup>7</sup>							
Total Customers of SBC International's Affiliates							
Access Lines (000)	26,222	26,304	26,559	26,878	27,071	27,300	27,517
Wireless Subscribers (000)	21,031	22,912	25,310	27,422	29,514	30,479	31,614
Net Adds	2,901	1,881	2,398	2,112	2,092	965	1,135
Total Revenues	\$ 7,045	\$ 7,419	\$ 7,880	\$ 7,673	\$ 7,640	\$ 8,349	\$ 7,743
SBC's Proportionate Interest of SBC International's Affiliates							
Access Lines (000)	4,309	4,325	4,348	4,376	4,400	4,320	4,340
Wireless Subscribers (000)	2,426	2,643	2,899	3,084	3,258	3,225	3,351
Net Adds	297	192	249	176	170	57	111
Total Revenues	\$ 1,157	\$ 1,226	\$ 1,293	\$ 1,307	\$ 1,241	\$ 1,285	\$ 1,318

Normalized pretax income and interest on debt, excluding the interest on payables to and 60 percent proportional consolidation of Cingular interest.

<sup>2.</sup> Net cash flow equals funds from operations (cash flow from operations before working capital changes) less dividends paid.

<sup>3.</sup> The sum of funds from operations and cash paid for interest on debt divided by interest incurred on debt.

<sup>4.</sup> Excludes Cingular and one-time items. EBITDA is trailing twelve months.

<sup>5.</sup> Net cash provided by operating activities less construction and capital expenditures.

<sup>6.</sup> Amounts represent the 100% pro forma results of Cingular.

<sup>7.</sup> Amounts for 2002 and 2001 include our investments accounted for under the equity method in 2002. Amounts for 2001 have been restated to exclude investments no longer accounted for under the equity method.

### ########

\$ 1,810 \$ 0.27 5.4%

3,318 10.0

19.9%

17.4 39.9%

1.3 2,916

897

91,603

3,505 18,536

175,977

21,925

(151)

219

27,759 32,393 779

\$ 8,040

4,352

3,426 73

\$ 1,352

## **Condensed Balance Sheets (Reported)**

SBC Communications Inc. Dollars in Millions	Twelve Months Ender <b>12/31/2002</b> 12/31/20
Assets	
Current Assets	
Cash and Cash Equivalents	<b>\$ 3,567</b> \$ 70
Accounts Receivable - Net of Allowances for Uncollectibles of \$1,427 and \$1,254	<b>8,540</b> 9,37
Prepaid Expenses  Deferred Income Taxes	<b>687</b> 93
Other Current Assets	<b>704</b> 7° <b>591</b> 86
Total Current Assets	<b>14,089</b> 12,58
Property, Plant and Equipment - at Cost	<b>131,755</b> 127,52
Less: Accumulated Depreciation and Amortization	<b>83,265</b> 77,69
Property, Plant and Equipment - Net	<b>48,490</b> 49,82
Goodwill - Net	<b>1,643</b> 3,57
nvestments in Equity Affiliates	<b>10,470</b> 11,96
Notes Receivable From Cingular Wireless	<b>5,922</b> 5,92
Other Assets	<b>14,443</b> 12,44
Total Assets	<b>\$ 95,057 \$</b> 96,32
Liabilities and Shareowners' Equity Current Liabilities  Debt Maturing Within One Year  Accounts Payable and Accrued Liabilities  Accrued Taxes  Dividends Payable	\$ 3,505 \$ 9,03 9,413 11,45 870 2,55 895 85
Total Current Liabilities	<b>14,683</b> 23,94
Long-Term Debt	<b>18,536</b> 17,13
Deferred Credits and Other Noncurrent Liabilities	
Deferred Income Taxes	10,726 8,15
Post-employment Benefit Obligation	<b>14,094</b> 9,83
Unamortized Investment Tax Credits	<b>244</b> 27
Other Noncurrent Liabilities	<b>3,575</b> 4,05
Total Deferred Credits and Other Noncurrent Liabilities	<b>28,639</b> 22,32
Shareowners' Equity	
Common Shares Issued (\$1 Par Value)	<b>3,433</b> 3,43
Capital in Excess of Par Value	<b>12,974</b> 12,82
	<b>23,802</b> 21,73
Retained Earnings	<b>(4,559)</b> (3,48
Treasury Shares (at Cost)	
Treasury Shares (at Cost) Additional Minimum Pension Liability	(1,473)
Treasury Shares (at Cost)	

# Condensed Statements of Cash Flows (Reported)

SBC Communications Inc. Dollars in Millions, Increase (Decrease) in Cash and Cash Equivalents		nths Ended 12/31/2001
Operating Activities		
Net Income	\$ 5,653	\$ 7,008
Adjustments to Reconcile Net Income to Net Cash Provided by Operating Activities:		
Depreciation and Amortization	8,578	9,077
Undistributed Earnings from Investments in Equity Affiliates	(1,586)	(755)
Provision for Uncollectible Accounts	1,407	1,384
Amortization of Investment Tax Credits	(30)	(44)
Deferred Income Tax Expense	2,470	1,971
Gain on Sale of Investments	(794)	(498)
Extraordinary Item, Net of Tax		18
Cumulative Effect of Accounting Change, Net of Tax	1,820	-
Changes in Operating Assets and Liabilities:		
Accounts Receivable	(571)	(672)
Other Current Assets	486	(61)
Accounts Payable and Accrued Liabilities	(1,943)	(2,364)
Other - Net	(280)	(259)
Total Adjustments	9,557	7,797
Net Cash Provided by Operating Activities	15,210	14,805
Investing Activities		
Construction and Capital Expenditures	(6,808)	(11,189)
Investments in Affiliates - Net	(139)	1,482
Proceeds From Short-Term Investments		510
Dispositions	4,349	1,254
Acquisitions	(731)	(445)
Other	1	1
Net Cash Used in Investing Activities	(3,328)	(8,387)
Financing Activities		
Net Change in Short-Term Borrowings With Original Maturities of Three Months or Less	(1,791)	(2,733)
Issuance of Other Short-Term Borrowings	4,618	7,481
Repayment of Other Short-Term Borrowings	(7,718)	(4,170)
Issuance of Long-Term Debt	2,251	3,732
Repayment of Long-Term Debt	(1,499)	(4,036)
Early Extinguishment of Corporation-Obligated Mandatorily Redeemable Preferred		
Securities of Subsidiary Trusts	-	(1,000)
Purchase of Treasury Shares	(1,456)	(2,068)
Issuance of Treasury Shares	147	323
Redemption of Preferred Shares of Subsidiaries	_	(470)
Issuance of Preferred Shares of Subsidiaries	43	-
Dividends Paid	(3,557)	(3,456)
Other	(56)	39
Net Cash Used in Financing Activities	(9,018)	(6,358)
Net Increase (Decrease) in Cash and Cash Equivalents	2,864	60
Cash and Cash Equivalents Beginning of Year	<b>\$</b> 703	\$ 643
	\$ 3,567	\$ 703

# Statements of Income (Normalized)

Wireline Operations								
Dollars in Millions, Percent Change From Prior- Year Quarter	3/31/2001	6/30/2001	9/30/2001	Three Mor	ths Ending 3/31/2002	6/30/2002	9/30/2002	*****
Operating Revenues								
Voice	\$ 6,681	\$ 6,795	\$ 6,666	\$ 6,534	\$ 6,346	\$ 6,275	\$ 6,158	\$ 5,937
Percent Change	over glyppic converse the consideration	sone on de resultables es colones		111355644466665554466451555	-5.0%	-7.7%	-7.6%	-9.1%
Long-Distance Voice	617	601	624	594	591	588	594	551
Percent Change					-4.2%	-2.2%	-4.8%	-7.2%
Data	2,349	2,420	2,395	2,467	2,391	2,425	2,441	2,382
Percent Change					1.8%	0.2%	1.9%	-3.4%
Other	466	518	516	447	453	449	456	355
Percent Change					-2.8%	-13.3%	-11.6%	-20.6%
Total Operating Revenues	10,113	10,334	10,201	10,042	9,781	9,737	9,649	9,225
Percent Change					-3.3%	-5.8%	-5.4%	-8.1%
Operating Expenses								
Operations and Support Expenses	6,063	6,033	6,000	6,219	5,808	5,703	5,838	5,659
Percent Change		33202222333333423333333			-4.2%	-5.5%	-2.7%	-9.0%
Depreciation and Amortization	2,040	2,094	2,127	2,122	2,099	2,119	2,117	2,107
Total Operating Expenses	8,103	8,127	8,127	8,341	7,907	7,822	7,955	7,766
Segment Income	2,010	2,207	2,074	1,701	1,874	1,915	1,694	1,459
Operating Statistics								
Operating Statistics	400.004	400 000	400 404	400 400	470 4E0	176 150	170 665	466 400
End of Period Employees	189,281	188,886	189,104	183,136	179,158	176,158	172,665	166,490
Capital Expenditures (000,000)	\$ 2,777	\$ 2,887	\$ 2,317	\$ 3,050	\$ 1,756	\$ 1,711	\$ 1,491	\$ 1,777

Note: Differences in percentages due to rounding.

### **Access Line Information**

Wireline Operations in Thousands	липпппп	#######	#######	Three Mon		•		
	<del>#######</del>	<del>"""""""</del>	<del>""""""</del>	<del>"""""""</del>	<del></del>	<del>""""""</del>	####### 	#######
Retail Access Lines Total Consumer Percent Growth	35,878	35,255	34,946	34,518	34,129 -4.9%	33,168 -5.9%	32,297 -7.6%	31,366
Primary Access Lines	28,887	28,408	28,225	27,909	27,629	26,917	26,307	25,642
Percent Growth Additional Access Lines	6,991	6,847	6,721	6,609	-4.4% 6,500	-5.2% 6,251	5,990	5,724
Percent Growth  Additional Line Penetration	24.2%	24.1%	23.8%	23.7%	-7.0% 23.5%	-8.7% 23.2%	-10.9% 22.8%	
Total Business Percent Growth	21,741	21,498	21,217	20,853	20,461 -5.9%	20,082 -6.6%	19,722 -7.0%	19,457 -6.7%
ISDN Percent Growth	3,385	3,421	3,401	3,362	3,265 -3.5%	3,159 -7.7%	3,044 -10.5%	3,005
Voice Percent Growth	18,356	18,077	17,816	17,491	17,196 -6.3%	16,923 -6.4%	16,678 -6.4%	16,452 -5.9%
Total Retail Access Lines	57,619	56,753	56,163	55,371	54,590	53,250	52,019	50,823
Percent Growth					-5.3%	-6.2%	-7.4%	-8.2%
Wholesale Access Lines Resale	1,550	1,387	1,264	1,150	1,103	987	858	719
Percent Growth Rebundled (UNE-P)	1,373	1,760	2,159	2,403	-28.8% 2,761	-28.8% 3,453	-32.1% 4,204	-37.5% 5,014
Percent Growth  Total Wholesale Access Lines 1	2,923	3,147	3,423	3,553	101.1% 3,864	96.2% 4,440	94.7% 5,062	108.7% 5,733
Percent Growth		<b>***</b> *********************************			32.2%	41.1%	47.9%	61.4%
Coin Access Lines <sup>2</sup> Percent Growth	712	678	644	608	582 -18.3%	565 -16.7%	547 -15.1%	527 -13.3%
Total Switched Access Lines Percent Growth	61,254	60,578	60,230	59,532	59,036 -3.6%	58,255 -3.8%	57,628 -4.3%	57,083 -4.1%
Unbundled Loops In Thousands	#######	#######	#######	########	######	#######	#######	########
Unbundled Loops (UNE-L) Percent Growth	1,313	1,438	1,515	1,588	1,685 28.3%	1,7 <b>4</b> 5 21.3%	1,782 17.6%	1,781 12.2%
Minutes of Use In Millions	######################################	#######	########	#########	#######	#######	#######	########
Total MOUs <sup>3</sup> Percent Growth	70,000	72,738	70,789	69,637	66,783 -4.6%	69,000 -5.1%	67,176 -5.1%	66, <b>482</b> -4.5%

Note: Differences in percentages due to rounding.

<sup>&</sup>lt;sup>1</sup> Wholesale access lines only include resold access lines and rebundled (UNE-P) <sup>2</sup> Coin includes both retail and wholesale access lines.

<sup>&</sup>lt;sup>3</sup> Total MOUs include Interstate, Intrastate, and Wireless switched access minutes of use.

## **Retail Access Lines by State**

Wireline Operations In Thousands	#######	****	#######	Three Mon		•	######################################	########
III Trousarius								
Texas	8,967	8,773	8,668	8,536	8,461	8,291	8,165	8,038
Percent Growth					-5.6%	-5.5%	-5.8%	-5.8%
Oklahoma	1,654	1,622	1,601	1,572	1,543	1,506	1,476	1,445
Percent Growth			188811111111111111111111111111111111111		-6.7%	-7.2%	-7.8%	-8.1%
Missouri	2,583	2,564	2,544	2,503	2,480	2,431	2,385	2,356
Percent Growth	::::::::::::::::::::::::::::::::::::::	000000000000000000000000000000000000000	664.0000 (v.550000665		-4.0%	-5.2%	-6.3%	-5.9%
Arkansas	1,029	1,020	1,012	979	961	941	914	880
Percent Growth			.001.222.000000000000	50000000000000000000000000000000000000	-6.6%	-7.7%	-9.7%	-10.1%
Kansas	1,305	1,280	1,268	1,222	1,190	1,149	1,111	1,066
Percent Growth					-8.8%	-10.2%	-12.4%	-12.8%
California	18,360	18,172	18,089	17,965	17,781	17,465	17,146	16,674
Percent Growth					-3.2%	-3.9%	-5.2%	-7.2%
Nevada	376	375	376	374	371	370	370	368
Percent Growth					-1.3%	-1.3%	-1.6%	-1.6%
Illinois	6,881	6,704	6,575	6,438	6,345	6,200	6,001	5,889
Percent Growth					-7.8%	-7.5%	-8.7%	-8.5%
Wisconsin	2,176	2,151	2,125	2,097	2,058	1,990	1,934	1,900
Percent Growth					<i>-</i> 5.4%	-7.5%	-9.0%	-9.4%
Ohio	4,181	4,162	4,133	4,089	4,009	3,851	3,677	3,574
Percent Growth					-4.1%	<b>-</b> 7.5%	-11.0%	-12.6%
Michigan	5,419	5,276	5,144	5,010	4,819	4,557	4,398	4,257
Percent Growth			***************************************		-11.1%	-13.6%	-14.5%	-15.0%
Indiana	2,331	2,326	2,309	2,283	2,277	2,218	2,181	2,143
Percent Growth					-2.3%	-4.6%	-5.5%	-6.1%
Connecticut	2,357	2,328	2,319	2,303	2,295	2,281	2,261	2,233
Percent Growth			or second <b>1</b> 000000000000000000000000000000000000		-2.6%	-2.0%	-2.5%	-3.0%
Total Retail Access Lines	57,619	56,753	56,163	55,371	54,590	53,250	52,019	50,823
Percent Growth					-5.3%	-6.2%	-7.4%	-8.2%

Note: Differences due to rounding

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## **Total Switched Access Lines by State**

Wireline Operations In Thousands	######	#######	#######	Three Mon	•	•	#######	########
Texas	10,494	10,347	10,262	10,123	10,065	9,940	9,821	9,699
Percent Growth			2 800		-4.1%	-3.9%	-4.3%	-4.2%
Oklahoma	1,743	1,713	1,692	1,664	1,650	1,617	1,594	1,569
Percent Growth	A 7			0.004	-5.3%	-5.6%	-5.8%	-5.7%
Missouri	2,758	2,742	2,721	2,681	2,668	2,641	2,606	2,592
Percent Growth					-3.3%	-3.7%	-4.2%	-3.3%
Arkansas	1,081	1,071	1,061	1,037	1,030	1,012	999	988
Percent Growth					-4.7%	-5.5%	-5.8%	-4.7%
Kansas	1,449	1,423	1,413	1,391	1,376	1,349	1,330	1,306
Percent Growth		J 705 A0400AA 684 088Ê 703	***********		-5.0%	-5.2%	-5.9%	-6.1%
California	18,763	18,612	18,527	18,397	18,234	18,024	17,903	17,775
Percent Growth			.44440000000000000000000000000000000000		-2.8%	-3.2%	-3.4%	-3.4%
Nevada	389	389	389	388	386	385	384	383
Percent Growth		n a daga mengeneral penjagan se	************	000000000000000000000000000000000000000	-0.8%	-1.0%	-1.3%	-1.3%
Illinois	7,333	7,216	7,165	7,053	6,986	6,889	6,803	6,752
Percent Growth					-4.7%	-4.5%	-5.1%	-4.3%
Wisconsin	2,322	2,294	2,261	2,220	2,182	2,129	2,085	2,059
Percent Growth					-6.0%	-7.2%	-7.8%	-7.3%
Ohio	4,340	4,306	4,279	4,234	4,196	4,133	4,072	4,045
Percent Growth					-3.3%	-4.0%	-4.8%	-4.5%
Michigan	5,706	5,629	5,639	5,569	5,505	5,427	5,362	5,296
Percent Growth					-3.5%	-3.6%	-4.9%	-4.9%
Indiana	2,408	2,396	2,392	2,367	2,360	2,331	2,313	2,295
Percent Growth					-2.0%	-2.7%	-3.3%	-3.0%
Connecticut	2,468	2,440	2,429	2,408	2,398	2,378	2,356	2,324
Percent Growth	xxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxx				-2.8%	-2.5%	-3.0%	-3.5%
Total Switched Access Lines	61,254	60,578	60,230	59,532	59,036	58,255	57,628	57,083
Percent Growth			****		-3.6%	-3.8%	-4.3%	-4.1%

Note: Differences due to rounding

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## **Data Marketing Information**

Wireline Operations							
Rounded Dollars in Millions				Three Mon	g		
Percent Change From Prior-Year Quarter	######	######	######	########	######	######	######
Data Revenues							
Transport Services	1,724	1,773	1,831	1,894	1,876	1,906	1,892
Advanced Services	625	647	564	573	515	519	549
Total Data Revenues	2,349	2,420	2,395	2,467	2,391	2,425	2,441
Data Revenue Growth							
Transport Services					8.8%	7.5%	3.3%
Advanced Services					-17.6%	-19.8%	-2.7%
Total Data Revenues					1.8%	0.2%	1.9%

Note: Differences in percentages due to rounding.

#### ########

1,925

457

2,382

1.6%

-20.2%

-3.4%

#### **Combined Statements of Income (Normalized)**

Cingular Wireless

Cingular vineless			,					
Dollars in Millions/Percent Change From Prior-Year Quarter	######################################	#######	########	Three Mor	•	,	########	########
Operating Revenues				- · · · · · · · · · · · · · · · · · · ·				<del></del>
Service Revenues	3,065	3,338	3,449	3,364	3,316	3,492	3,525	3,413
Percent Change			050	~~2	8.2%	4.6%	2.2%	
Equipment Revenues	268	260	253	271	227 -15.3%	256 -1.5%	254 0.4%	244 -10.0%
Percent Change	0.000	0.500	6.700	0.005				
Total Operating Revenues Percent Change	3,333	3,598	3,702	3,635	3,543 6.3%	3,748 4.2%	3,779 2.1%	3,657 0.6%
Operating Expenses							-	
Operations and Support	2,361	2,346	2,469	2,587	2,426	2,571	2,685	2,674
Percent Change					2.8%	9.6%	8.7%	3.4%
Depreciation and Amortization	474	493	509	499	450	455	478	467
Total Operating Expenses	2,835	2,839	2,978	3,086	2,876	3,026	3,163	3,141
Operating Income	498	759	724	549	667	722	616	516
Interest Expense	209	211	200	228	225	221	233	232
Other Income (Expense) - Net	55	(29)	3	(43)	(70)	(102)	(87)	(100)
Income Before Income Tax	344	519	527	278	372	399	296	184
Total Wireless Operating Statistics								
EBITDA <sup>1</sup>	\$972	\$1,252	\$1,233	\$1,048	\$1,117	\$1,177	\$1,094	\$983
EBITDA margin <sup>2</sup>	31.7%	37.5%	35.7%	31.2%	33.7%	33.7%	31.0%	28.8%
Total Cellular/PCS Customers	20.535	21.218	21.279	21.596	21.830	22.183	22.076	21.925
Net Customer Additions - Cellular/PCS	866	701	95	325	234	353	(107)	(121)
Partitioned Customers and/or Adjustments	12	18	34	8	1	-	-	31
Churn - Cellular/PCS	2.7%	2.6%	3.1%	3.1%	2.9%	2.7%	3.0%	2.7%
Wireless Service ARPU - Cellular/PCS	\$50.32	\$52.38	\$53,26	\$51.63	\$50.44	\$52.11	\$52.17	\$51.13
Wireless Subscriber ARPU - Cellular/PCS	\$45.58	\$47.76	\$48.55	\$47.72	\$47.35	\$48.71	\$48.84	\$48.38
Minutes Of Use Per Cellular/PCS Subscriber	257	299	321	352	355	398	399	406
Licensed POPs - Cellular/PCS <sup>3</sup>	192	211	211	219	219	219	219	219
Penetration - Cellular/PCS <sup>3</sup>	10.7%	11.1%	11.1%	10.9%	11.1%	11.2%	10.2%	10.1%
Total Cingular Interactive Customers	657	689	697	733	765	788	801	817
Net Customer Additions - Cingular Interactive	84	32	8	37	31	23	14	16
Capital Expenditures <sup>4</sup>	401	611	710	1,677	455	908	1,267	1,314

#### Notes:

<sup>&</sup>lt;sup>1</sup> 14th Quarter 2002 amounts include impairment of certain Cingular Interactive and TDMA assets.

<sup>&</sup>lt;sup>2</sup> Denominator includes Wireless Service Revenues only.

<sup>&</sup>lt;sup>3</sup> POPs includes New York City acquired from VoiceStream, and recently acquired Salt Lake City. The New York City spectrum is included in the penetration calculation beginning 3Q02. The Salt Lake City spectrum is not yet operational and is not factored in the penetration calculation.

<sup>&</sup>lt;sup>4</sup> Capital expenditures include those made by Cingular, and the capital expenditures contributed to the jointly-controlled network infrastructure venture with VoiceStream and other ventures. Capital consists of Cingular only capital of \$1,155 net venture capital of \$108 and venture cash contractual obligations of \$50 for the quarter (\$2,997, \$722 and \$225 respectively YTD).

## **Combined Balance Sheets**

Cingular Wireless	Twelve Mo	nths Ended
Dollars in Millions - Unaudited	12/31/2002	12/31/2001
Assets		<u> </u>
Current Assets	2,742	2,557
Property, Plant and Equipment - Net	10,146	8,864
Intangible Assets - Net	8,538	8,755
Other Assets	2,707	2,354
Total Assets	24,133	22,530
Current Liabilities: Debt Maturing Within One Year Accounts Payable and Accrued Liabilities	45 2,791	65 3,159
Total Current Liabilities	2,836	3,224
Long-Term Debt to Affiliates	9,678	9,678
Long-Term Debt to External Parties	2,868	2,788
Deferred Credits and Other Noncurrent Liabilities	1,210	990
Total Liabilities	16,592	16,680
Partners' Capital	7,541	5,850
Total Liabilities and Partners' Capital	24,133	22,530

# Statements of Income (Normalized)

### Directory

			ng			
######	######	#######	#########	######	#######	######
\$ 824	\$ 937	\$ 947	\$ 1,760	\$ 699	\$ 1,056	\$ 847
443	395	413	656	380	435	415
9	9	9	9	8	8	7
452	404	422	665	388	443	422
372	533	525	1,095	311	613	425
	\$ 824 443 9 452	\$ 824 \$ 937 443 395 9 9 452 404	\$ 824 \$ 937 \$ 947 443 395 413 9 9 9 452 404 422	###### ###### ########################	###### ##### ###### ####### ####### \$ 824 \$ 937 \$ 947 \$ 1,760 \$ 699 443 395 413 656 380 9 9 9 9 9 8 452 404 422 665 388	\$ 824 \$ 937 \$ 947 \$ 1,760 \$ 699 \$ 1,056 443 395 413 656 380 435 9 9 9 9 9 8 8 452 404 422 665 388 443

Note: Differences in percentages due to rounding.

#### ########

\$ 1,849

698

7

705

1,144

## Statements of Income (Normalized)

International Operations

Dollars in Millions
Percent Change From Prior-Year Quarter

Three Months Ending

Operating Revenues	<b>\$</b> 70	\$ 55	\$ 48	\$ 12	\$ 7	\$ 10	\$ 9
Total Operating Expenses	75	68	81	19	23	19	15
Operating Loss	(5)	(13)	(33)	(7)	(16)	(9)	(6)
Equity in Net Income of Affiliates	177	220	183	220	209	307	220
Segment Income	\$ 172	\$ 207	\$ 150	\$ 213	\$ 193	\$ 298	\$ 214

Note: Differences in percentages due to rounding.

#### ########

\$ 9

28

(19)

190

\$ 171

### **International Customer Base**

		Total (000s)	Equity Shares (000s)			
Investment Name	Equity Stake	Access Lines	Wireless Subscribers	Access Lines	Wireless Subscribers	
Europe						
Belgacom	17.5%	4,800		840		
Proximus	13.1%		3,514		461	
TDC	41.6%	3,701	1,953	1,539	812	
Americas						
Telmex	7.6%	14,372		1,094		
America Movil	7.6%		19,631		1,496	
Africa/Middle East						
Telkom SA	18.0%	4,886		879		
Vodacom	9.0%		7,295		657	
Total		27,759	32,393	4,352	3,426	

With the exception of (investment names), all lines and subscribers are as of 11/30/02.

#### **Normalizing Notes**

#### 2002

- 1Q There were no normalizing items.
- 2Q Combined charges of \$152 for enhanced pension benefits and severance costs related to a force reduction program.
  - Charges of \$68 representing our proportionate share of restructuring costs at Belgacom. These costs were primarily related to a force reduction program.
  - Gain of \$118 on the sale of a potion of our Bell Canada Holdings, Inc.
- Equity income of (\$212) for proportionate share of the gains at TDC and Belgacom related to the disposition of their Netherlands wireless operations, net of valuation and restructuring adjustments at TDC affiliates.
  - Combined charges of \$125 for enhanced pension benefits and severance costs related to a force-reduction program.
- 4Q Combined charges of \$276 for enhanced pension benefits, pension settlements, severance costs and real estate costs related to force reduction programs.
  - Gain of (\$425) on the redemption of our interest in Bell Canada.
  - Tax benefit of (\$280) resulting from a restructuring of our ownership of Sterling Commerce Inc.
  - Charges of \$76 for our proportionate share of impairments, severance and restructuring costs at Cingular.

#### 2001

- Pension settlement gains of (\$330) related to management employees, primarily resulting from a voluntary retirement program net of costs associated with that program.
  - Combined charges of \$205 related to impairment of our cable business.
- Pension settlement gains of (\$189) in the second quarter and (\$519) for the first six months related to management employees, primarily resulting from a fourth quarter 2000 voluntary retirement program net of costs associated with that program.
  - Combined charges of \$261 in the second quarter and for the first six months related to valuation adjustments of Williams Communications Group and certain other cost investments accounted for under Financial Accounting Standards Board Statement No. 115, "Accounting for Certain Investments in Debt and Equity Securities."
  - Adjustment of (\$78) in the second quarter and for the first six months to the estimate of an allowance for a note receivable related to the sale of Ameritech's SecurityLink business.
  - Combined charges of \$205 for the first six months related to impairment of our cable operations.
- Pension settlement gains of (\$73) in the second quarter and (\$592) for the first six months related to management employees, primarily resulting from a fourth quarter 2000 voluntary retirement program net of costs associated with that program.
- Pension settlement gains of (\$96) related to management employees, primarily resulting from a fourth guarter 2000 voluntary retirement program net of costs associated with that program.
  - A charge of \$262 indicated by a transaction pending as of December 31, 2001 to reduce the direct and indirect book value of our investment in Telecom Americas.
  - A charge of \$197 for costs related to TDC's decision to discontinue non-wireless operations of its Talkline subsidiary and our impairment of the goodwill we allocated to that subsidiary.